

Message Text

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72

ACTION COME-00

INFO OCT-01 AF-10 ISO-00 SS-20 EB-11 SCI-06 FEA-02 INT-08

TRSE-00 NSC-10 CIAE-00 INR-10 NSAE-00 PA-04 RSC-01

USIA-15 PRS-01 SPC-03 DRC-01 /103 W

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R 181030Z JAN 74

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 2432

UNCLAS LAGOS 0424

PASS COMMERCE (BIC/OED)

E.O. 11652: N/A

TAGS: BEXP, NI

SUBJ: FOREIGN BUYER GROUPS TO U.S. - OFFSHORE TECHNOLOGY

CONFERENCE AND EXHIBITION, HOUSTON, MAY 6-8, 1974

REF: STATE 006636

1. SIX OF THE TEN OIL COMPANIES ENGAGED IN OFFSHORE EXPLORATION AND PRODUCTION IN NIGERIA AND ALL SIX DRILLING COMPANIES OPERATING RIGS IN NIGERIAN WATERS ARE AMERICAN. U.S. AS A SOURCE OF OFFSHORE EQUIPMENT AND SERVICES AND THE HOUSTON SHOW AS MEETING PLACE OF SUPPLIERS AND BUYERS ARE THEREFORE FULLY RECOGNIZED BY NIGERIAN OIL INDUSTRY. EMBASSY WOULD HOWEVER LIKE PROMOTE MAXIMUM PARTICIPATION BY NIGERIAN GOVERNMENT OFFICIALS AND EMBRYONIC NIGERIAN NATIONAL OIL CORPORATION (NNOC). WE CAN PROBABLY EXPECT NO MORE THAN TWO OR THREE NIGERIANS FROM GOVERNMENT AND/OR NNOC COULD TAKE TIME AWAY FROM OTHER DUTIES IN ORDER ATTEND, SO PROMOTIONAL EFFORT HERE CAN BE CONCENTRATED, AND CONFERENCE HOSTS MIGHT BE ABLE GIVE THE NIGERIANS SOME MEASURE OF SPECIAL ATTENTION.

2. EMBASSY WILL UNDERTAKE FOLLOWING STEPS:

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(A) DISTRIBUTION OF BROCHURES TO GOVERNMENT, NNOC,

AND PRIVATE COMPANIES (FOREIGN AND NIGERIAN).

(B) DIRECT COMMUNICATION WITH THE SMALL NUMBER OF
DECISION-MAKING GOVERNMENT AND NNOC OFFICIALS
WHO MIGHT ATTEND OR DESIGNATE SUBORDINATES
TO ATTEND.

(C) CONSIDER MAKING SHOW FIXED POINT ON ITINERARY OF
USG-SPONSORED EXCHANGE VISITOR FROM PETROLEUM SECTOR.

3. DEPARTMENTS OF STATE AND COMMERCE REQUESTED DO FOLLOWING:

(A) AIR POUCH SIXTY COPIES OF BROCHURE: 50 IN ENGLISH,
3 FRENCH, 3 GERMAN, AND 4 JAPANESE.

(B) REQUEST SHOW ORGANIZERS TO SEND SMALL QUANTITY OF
ACIPRESTIGE ENTICEMENTS, E.G. INDUSTRY DIRECTORY,
PICTURE BOOK, EQUIPMENT MODELS, WHICH WOULD HELP
PROMOTE THE SHOW.

(C) ASK SHOW ORGANIZERS IF PERSONAL INVITATIONS COULD BE
PREPARED FOR CERTAIN VIPS, E.G. COMMISSIONER OF MINES
AND POWER, CHAIRMAN OF NNOC.

(D) ADVISE IF THERE ANY FACET OF SHOW WHICH COULD
CONCEIVABLY CONTRIBUTE TO NIGERIAN SEARCH FOR
TECHNOLOGY TRANSFER, E.G. PACKAGED INSTRUCTION,
TRAINING COURSES, MANAGEMENT CONSULTATION.

(E) REQUEST USIA TO MENTION SHOW IN AGENCY OUTPUT,
ESPECIALLY WIRELESS FILE FOR LOCAL DISSEMINATION.
(THIS SHOULD BE DONE WHILE THERE IS STILL TIME TO
INFLUENCE DECISIONS TO ATTEND.)

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